Dealers debate Canadian duty

(Continued from page 3)

ern forests," he said, referring to product coming from the former Soviet Union that has been found to be infested.

The delegates, who met here last month, aired their grievances to their representatives on March 24. Among their targets were the 66 Senators who last fall wrote to the President urging the imposition of the duty.

The vote came after a lively discussion of the tariff issue. Attorney John Ragosta represented the Coalition for Fair Lumber Imports and Mike Apsey, president and ceo of the Council of Industries in British Columbia, represented the Canadian viewpoint.

"What justification is there for penalizing home building and dealers?" asked Bill Morton, president of Home Lumber, in Hazard, Ky., addressing Ragosta. "You're going to reach in there and take advantage of an industry just coming out of a recession."

Delegates also directed the association to take a forceful stance against the duty. Following the vote, letters went out to all 23 federated associations urging them to write to Congress and the Department of Commerce, according to Gary Donnelly, executive vp of the NLBMDA.

The first of two hearings on this issue will be held by Commerce to determine whether the Canadians are subsidizing softwood production, the reason given for the duty. The second hearing, on May 2, at the International Trade Commission will examine whether Canadian practices are hurting U.S. industry.

Timber shortages weren't the only topics on the agenda of NLBMDA's conference.

Christopher Bell, an attorney for the Equal Employment Opportunity Council, encouraged attendees to overhaul their application forms and hiring processes in light of the new Americans with Disabilities Act.

Robert Redmond, manager from the Department of Transportation, spoke about the new Commercial Drivers License, and pending legislation to set new limits for blood alcohol levels and expand drug tests for truckers.

"It's good to have first-hand contact with policymakers and people informing you of existing and proposed legislation," said Bill Trudeau, president of Headley Lumber, who came from Oak Ridge, N.J., to attend the conference.

Space confines RTA assortment

(Continued from page 33)

Yardbirds' store in Vallejo, Calif., features about 40 skus of bookcases, computer desks, video carts, cabinets, tables, and several other items, said store manager Rick Brown.

Space a problem

Many dealers say they don't have enough room to carry a large assortment.

Buena Park Lumber, in Buena Park, Calif., only offers a tiny assortment of furniture because it takes up too much space in its approximately 30,000-square-foot store, already filled with a cabinet shop, large tool department and commercial supplies areas.

Nearby, All American Home Center in Downey, Calif., is planning to build up its RTA assortment. Right now, the store sells convenience items, like television carts, student desks, wardrobes and entertainment centers, said Greg Fuller, vp-merchandising.

Fuller said the company sold a full line of both RTA and assembled furniture a year and a half ago, but decided to scale down and focus on the basics. Now, All American is ready to build the RTA business back up slowly with new lines of tables.

Logging gains favor with courts

(Continued from page 3)

halting an 8-mbf timber sale from Wayne National Forest in Ohio. The southeastern Ohio forest has about 126,000 acres of timber, compared to the 47.3 million acres of federal and state timber available to be cut in Western states.

The groups—the Sierra Club and the local Citizens Council on Conservation and Environmental Control—want to abrogate a 1988 resource management plan filed by the U.S. Forest Service.

Legal mood shifts

A resource management plan sets forth, among other things, how the forest's timber will be harvested. Forest management was a key issue in the Supreme Court case.

The mood of the courts appears to be favoring the logging industry of late.

In *Idaho Conservation League v. Mumma*, the Ninth Circuit Court ruled in favor of the U.S. Forest Service's decision to eliminate environmental groups' analysis and challenges to its forest plan in the Idaho Panhandle National Forest. The ruling makes it harder for environmental groups to challenge Forest Service environmental impact statements.

The U.S. District Court for Washington dismissed a suit—*Sweet Home Chapter of Communities for a Greater Oregon v. Turner*—that challenged the Forest Service's decision to rescind guidelines pertaining to logging on private lands.

The Ninth Circuit Court, whose decision was overturned by the Supreme Court decision, thought that principles of separation of powers had been violated, according to American Forest Resource Alliance in Washington, an education and lobbying effort of the National Forest Products Association.

"The Supreme Court concluded that the legislation appropriately compelled changes in the federal law but didn't direct the outcome," said Mark Rey, executive director of the Alliance.

The Supreme Court ruling paves the way for laws which could ease timber sales restricted in spotted owl territory in the states, according to Alliance counsel Chip Murray.

Builders Emporium breaks silence

(Continued from page 7)

pleasant shopping environment and customer service.

At the end of the ads, the chain tries to entice customers with sale items.

Heun said the timing of BE's broadcast campaign has nothing to do with competitor HomeBase's new television ads, which began airing a few weeks earlier.

"We've been quiet for too long," he said.

Information on ADA abundant

(Continued from page 7)

work. The law generally applies to public building projects, Willman said, such as places open to the public and generally not to residential construction.

While rules governing public accommodations and architecture are now in force, other parts of the ADA don't kick in until July 1992 and July 1994. This July, new ADA equal employment opportunity guidelines for companies with more than 25 employees go into effect; two years later, the same laws will apply to companies with 14 to 25 employees.

To learn about compliance:

- Contractors can draw information from the Architectural and Transportation Barrier Compliance Board's specifications for the ADA, which can be ordered free, 1331 F Street N.W., Washington, D.C. 20002, or for a fee from the Home Center Institute (HCI) at 5822 W. 74th St., Indianapolis, Ind. 46278, (319) 297-1190;
- An overview and review of the Act are available in the Compliance Guide to the Americans With Disabilities Act, published by the AHMA.

The booklet is free. Contact William P. Farrell, president, AHMA, 801 N. Plaza Drive, Schaumburg, Ill. 60173-4977, (708) 605-1025;

- HCI's ADA Guide to Compliance. It is $19.95 to members, $25 to non-members ($5 shipping and handling).

Lowe's picks up pace in Charlotte

(Continued from page 7)

way 51 and Interstate 485, is set to open in July.

When Lowe's opened its first superstore two years ago in Charlotte, executive vp Wendell Emerine said that "in a market like this one, which at some point will house a [Home] Depot or a [Builders] Square, we want consumers to be able to compare and say, 'Well, they're the same size as the Lowe's that's already here.' " Emerine said.

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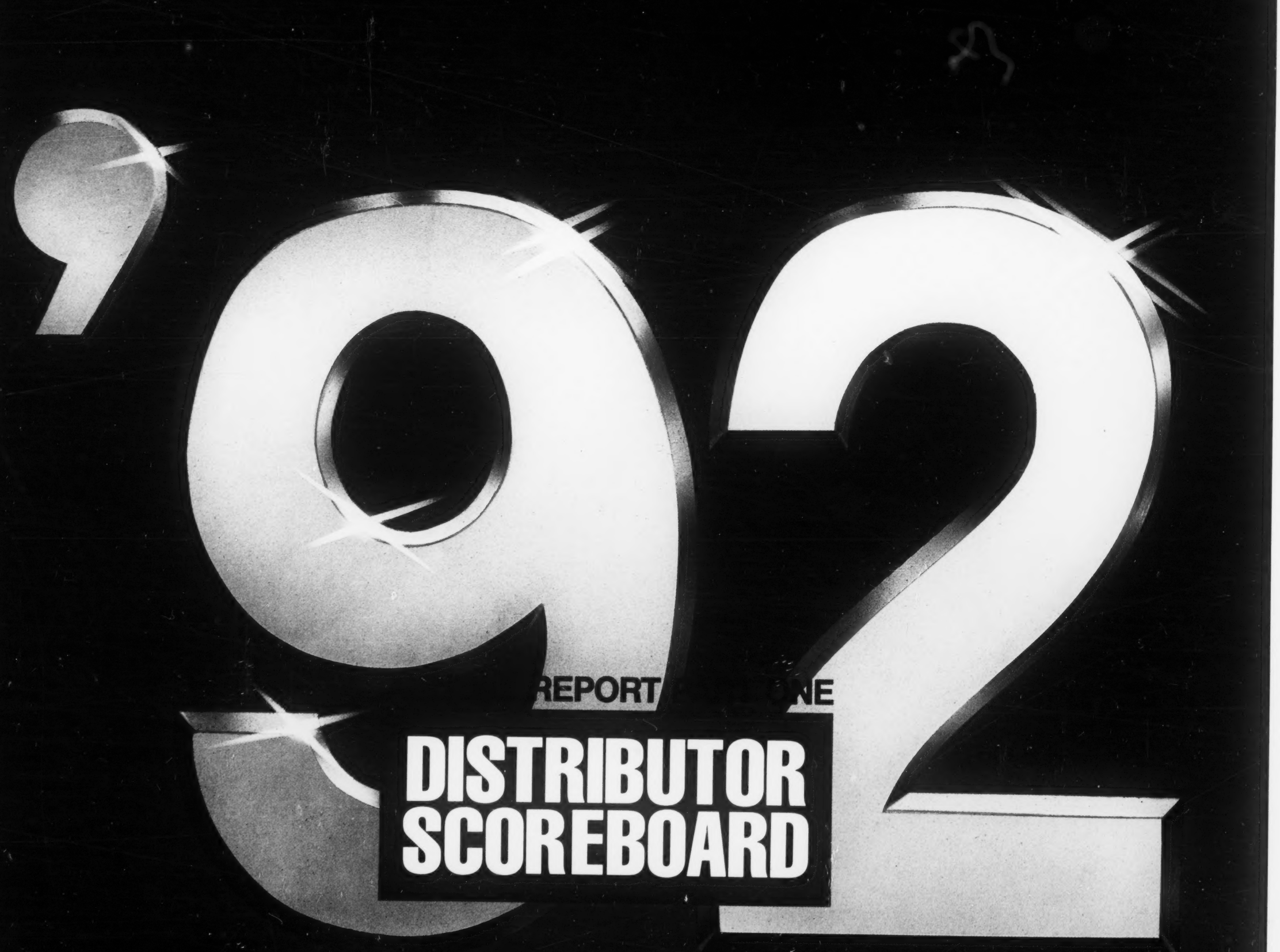

Wholesalers survive 2nd year of recession

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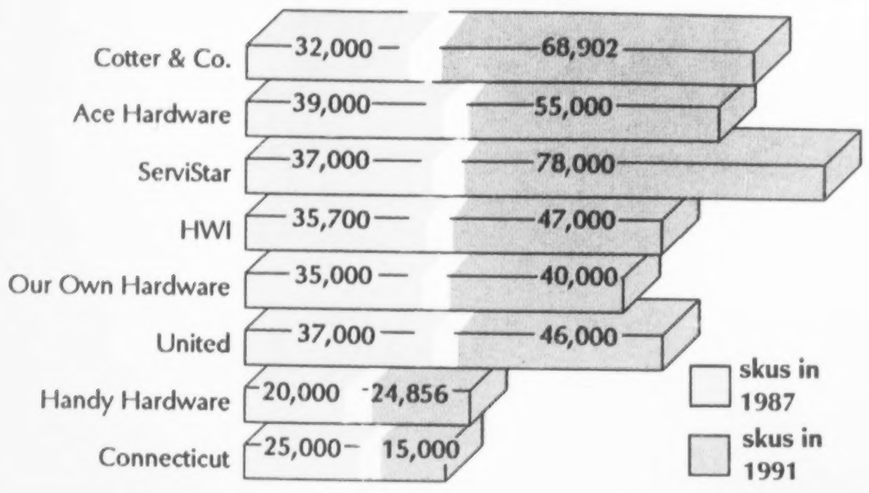

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COMMUNITY SERVICE

All American hands out 22 scholarships

DOWNEY, Calif. — All-American Home Center has awarded 22 scholarships to local high school graduating seniors.

The one-unit lumberyard annually awards these scholarships based on financial need. The grants come from a pool consisting of 5 percent of its before-tax profits. An employee committee conducts an outreach program to ensure that the communities in the company's selling area are thoroughly scoured for qualifying candidates.

Habitat Canada house aided by Aikenhead's

WATERLOO, Ontario — Aikenhead's Home Improvement Warehouse Inc. has become the first corporate sponsor for Habitat for Humanities Canada.

The fledgling warehouse chain will assist the non-profit affordable housing organization with funding, building materials sourcing and awareness promotion.

Habitat for Humanity Canada is planning to build its first house in Toronto in May. Aikenhead's support for this first project will be commemorated when Habitat officially names the project Aikenhead House.

Is your company performing a community service that merits attention? National Home Center News *encourages you to write us with the details, so we can share your efforts with the rest of the industry. Send all information to John Sinisi, Associate Editor,* National Home Center News, *425 Park Avenue, New York, N.Y. 10022.*

NEWS BRIEFS

Last of the Cohens quits Central Hardware

ST. LOUIS — Jim Cohen, the fourth and last member of the founding family to run Central Hardware, resigned as president of the 38-store chain April 28. Observers said Cohen had wanted to resign for some time.

No successor has been named. Hank Kirschner, senior vp-marketing for sister chain Handy Andy, would only confirm that Cohen had resigned. *NHCN* was unable to reach Cohen for comment.

For nearly two years after Central and its sister company, distributor Witte Hardware, were purchased by a consortium led by Belgium's GIB Group in 1989, Cohen's authority remained the same.

Cohen, 45, sought an equity stake in Central Hardware after GIB bought the company, which sources knowledgeable about the Midwestern chain say he received.

Last year, however, as Central Hardware undertook a massive remodeling campaign, product buying was handled out of the Schaumburg, Ill., headquarters of Handy Andy Home Improvement Centers.

GIB, Belgium's largest retailer, also owns Handy Andy and Scotty's, the Florida-based chain.

BM dealers regain D.C. mouthpiece

WASHINGTON — After a nearly two-year hiatus, there's a full-time lobbyist working for the National Lumber and Building Material Dealers Association (NLBMDA).

In addition, a second wave of fund-raising letters is going out soon from the 9,000-member association to support the new lobbying effort.

Allynn Howe, who was to start work May 4, is a former lobbyist and political affairs manager for the United Brotherhood of Carpenters and Joiners of America, AFL-CIO.

Howe, 45, said that during his tenure he and the union "forced liberal democrats to examine their automatic support" of environmental legislation that ultimately affected lumber mills.

He left the union last October to work on Sen. Bob Kerrey's unsuccessful bid for the presidential nomination.

Gary Donnelly, executive vp of NLBMDA, praised Howe's "background with PACs, congressional and senate campaigns, article and speech writing," which made him a strong choice.

Donnelly also said the association raised $3,000 for a trust fund for lobbying activities from an initial March mailing to 1,000 people for support. He expected the association to send as many as 19,000 more requests in successive 1,000-letter waves this year.

Calif. Depot pages 'good vibrations'

SAN DIEGO — There's a whole lotta shakin' goin' on at Home Depot's Expo store here, as managers test a new vibrating pager.

These pocket-sized receivers allow the receptionist to summon the managers without using the public address system. Instead the receptionist transmits a signal that vibrates the pager.

The manager can then contact the receptionist to find out what line the call is on without disturbing the customer.

The Home Depot Expo store, which has been deemed by Home Depot its "laboratory" unit, began testing a 10-pager system on Jan. 10 initially for the store manager and his assistants, who individually may receive as many as 50 phone calls a day. The system is made by Jeron Technology, based in Pompano Beach, Fla.

Each of the 10 pagers operates in its own localized area and has a range of up to one-quarter of a mile. The central transmitter, a small metal box with a 5-inch antenna, is placed near the receptionist.

Hines' seedling giveaway touts green benefits

ITASCA, Ill. — As part of a free tree seedling giveaway to celebrate Earth Day, Edward Hines Lumber here is including information, prepared by a trade association, touting the environmental benefits of using wood.

For each of the last 20 years, the 23 Hines Lumber stores have given away 1 million two-year-old pine seedlings at the end of April. Hines distributes the Michigan-grown Scotch pine seedlings to customers making any-size purchase during the Arbor Day/Earth Day period.

This year, 10,000 of the bags with seedlings and planting dirt in them also contained an environmental information brochure on the attributes of wood.

The pamphlet, *What's the Most Environmentally Compatible Building Product in the World?*, is published by the Western Wood Products Association (WWPA), Portland, Ore. It tells how U.S. timber is a renewable resource and the best product for building.

The WWPA said other home improvement chains had ordered copies of the brochure, but did not say how many. The first 50 copies of the brochure are free and additional copies are 5 cents apiece.

Standard Brands shuts six stores

TORRANCE, Calif. — Standard Brands Paint Co. closed six unprofitable paint stores last month as part of the chain's repositioning plans.

The nation's largest paint and decorating retailer, which filed for Chapter 11 bankruptcy protection in February, closed five stores in Southern California—in Corona, Cypress, Fullerton, Norwalk and Simi Valley—and one in Phoenix.

"Each of these stores has several other Standard Brands paint stores in neighboring locations to serve our customers," said the company's new president, Richard H. Loeffler, in a news release.

Loeffler said that most of the affected employees will be transferred to other stores as the company gears up for the spring paint season.

Standard Brands is also in the process of planning up to five new Southern California store openings in areas where the chain currently has no nearby stores, he said.